

COSTS SUMMARY SHEET

Attachment (A)

Vendors: Complete and submit this page as the first page of your response.

Item Number	Description	Equipment Costs	Installation & Configuration	Cabling Costs	Other (provide details)
1	Board of Education Building Network Operation Center				
2	Alta Sita 26th & Bond Ave				
3	Attucks 2600 Kansas Avenue				
4	Brown 4901 Market Street				
5	Davis 725 N. 15th Street				
6	Dunbar 1900 Tudor Avenue				
7	Edgemont 8601 Washington Street				
8	Harding 731 N 74th Street				
9	Hawthorne 1600 N 40th Street				
10	Jackson 1798 Summit Avenue				
11	Jones 1601 Cleveland Avenue				
12	Lilly-Freeman 1300 Broadway Avenue				
13	Lucas 1620 Russell Avenue				
14	Mandela 1800 N. 25th Street				

Item Number	Description	Equipment Costs	Installation & Configuration	Cabling Costs	Other (provide details)
15	Manners				
16	Morrison 630 N. 59th Street				
17	McHenry 2700 Summit Avenue				
18	Neely 4400 Grand Avenue				
19	Park Annex 25th & Ridge Avenue				
20	Robinson 1435 Market Avenue				
21	Wilson 4817 Hallows Avenue				
22	Clark Jr. High 3310 State Street				
23	Landsdowne Jr. High 3939 Casey ville Avenue				
24	Lincoln Jr. High 1211 Bond Avenue				
25	East St. Louis Sr. High 4901 State Street				
26	Early Childhood Center 10th & Ohio Avenue				
27	Other (Provide Description)				
28	Total Proposed Price				

SYSTEM ANALYSIS SUMMARY SHEET
Attachment A

Vendors are to answer the following questions – include additional sheets if necessary.

1. Cisco Equipment

Does the equipment in your proposal exactly
Match that shown in the specifications?

If not: describe exceptions

Have you attached a separate page showing the
Part number and unit cost of all Cisco equipment?

2. Installation

How many technicians will be devoted to this project?

3. Maintenance

Are you a certified repair center for each of the
items in your proposal?

Is Telephone Support Available 24 hrs/day?

If Not: Availability – Days/Hours

Response time – Major Malfunction

Response time – Minor Malfunction

From where will service be dispatched?

Where will spare parts be stored?

Include copy of maintenance agreement

VENDOR ANALYSIS SUMMARY SHEET
Attachment B

VENDOR ANALYSIS SUMMARY SHEET
Attachment B

Vendors are to answer the following questions – include additional sheets if necessary.

1. Vendor Background

Give an indication of your financial position as evidence of your ability to provide long term service and support. This may include income and balance sheet statements or others you prefer.

Manufacturer/Distributor Relationships?

Indicate below the scope of your experience with the equipment required on this RFP.

	No. of similar systems installed	No. of factory Trained tech.
1. Cisco 7206 Router		
2. Cisco 3640 Router		
3. Cisco WSC6509 Switch		
4. Cisco Pix 520 Firewall		
5. Cisco IPTV3410		
6. Cisco CE 550 Cache		
7. Cisco MCS 7830		
8. Cisco CAG AT8		
9. Cisco WSC4003S1		
10. Cisco WSC3524 XLEN		

2. References

Verify that you have provided multiple client references. Projects must be similar type and scope as the system proposed for the District. Give company name, telephone number, installation date and contact name for at least five references.

First Ref: Company Name:
 Installation Date:
 Contract Name/Title:
 Telephone Number:

Second Ref: Company Name:
 Installation Date:
 Contract Name/Title:
 Telephone Number:

Third Ref: Company Name:
 Installation Date:
 Contract Name/Title:
 Telephone Number:

Fourth Ref: Company Name:
 Installation Date:
 Contract Name/Title:
 Telephone Number:

Fifth Ref: Company Name:
 Installation Date:
 Contract Name/Title:
 Telephone Number:

VENDOR QUALIFICATION STATEMENT
Attachment C

VENDOR QUALIFICATION STATEMENT
Attachment C

The undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

1. Name, address, principal contact, telephone number, and fax number of Vendor's principal office:

2. Name, address, principal contact, telephone number, and fax number of Vendor's branch office(s), (if any) from which the project would be serviced:

3. Type of organization:

Corporation _____
Partnership _____
Individual _____
Joint Venture _____
Other _____

4. How many years has your organization been in business as a Vendor or Contractor related to convergence network systems?

5. How many years has your organization been in business under its present business name?

6. Under what other or former name has your organization operated?

7. If branch office would service the project, how many years has the branch office been established?

8. If your organization is a corporation, list the following:

Date of incorporation:
State of incorporation:
Names and titles of all corporation officers:

Netfinity 7100 M10 11Y

Quantity 2

Base Model Features and Specifications

Netfinity 7000 M10 11Y

Rack

Pentium® III XEON 550/100MHz w/512K Cache

512MB ECC CHIPKILL DIMM MEMORY

Dual Channel Wide Ultra SCSI Controller

Netfinity Manager Software Included

Advanced System Management PCI Adapter Included

1.44MB Floppy Disk Drive

40X-17X IDE CD-ROM Drive

Two 400W Redundant Power Supplies included

SystemXtra®

Remote Connect

MoST Connect

Update Connector

90-day IBM Start Up Support

3-year limited on-site warranty

3 Years Parts & Labor, Next Business Day Service Response

Part No

868011Y

Accessories and Options Selected

Rack to Tower Conversion Kit

01K8005

IBM Netfinity 18.2GB Wide Ultra SCSI Hot Swap SL HDD

02K0440

IBM Netfinity 18.2GB Wide Ultra SCSI Hot Swap SL HDD

02K0440

IBM Netfinity 16.2GB Wide Ultra SCSI Hot Swap SL HDD

02K0440

Netfinity 10/100 Ethernet 32-bit Adapter

34L0901

APC Smart-UPS 3000 RMB

94G6676

G54 Color Monitor 15" (13.7" Viewable Image Size), stealth black

65464AN

Preferred Keyboard (stealth black)

28L3621

Sleek 2-Button Stealth Black Mouse

28L3673

Netfinity 5500 M10 51Y

Quantity 25

Base Model Features and Specifications

Netfinity 5500 M10 51Y

Part No

866151Y

Tower

Pentium® II XEON 550/100MHz w/512KB L2 ECC Cache

256MB 100MHz ECC REGISTERED SDRAM

Integrated Dual Channel ServeRAID II Ultra SCSI Controller

Integrated 10/100 Ethernet

Integrated Advanced System Management Processor

Netfinity Manager Software Included

1.44MB Floppy Disk Drive

32X-14X IDE CD-ROM Drive

3-year limited on-site warranty

90-day IBM Start Up Support

Update Connector

McST Connect

Remote Connect

SystemXtra® 4

400W Hot-Plug Power Supply included

Keyboard included

Mouse included

3 Years Parts & Labor, Next Business Day Service Response 5

Accessories and Options Selected

IBM Netfinity 9.1GB Wide Ultra SCSI SCA-2 SL HDD

01K8053

IBM Netfinity 9.1GB Wide Ultra SCSI SCA-2 SL HDD

01K8053

IBM Netfinity 9.1GB Wide Ultra SCSI SCA-2 SL HDD

01K8053

G54 Color Monitor 15" (13.7" Viewable Image Size), stealth black

65464AN

APC Smart-UPS 1400

94G3136

Network Operating System Specifications

<u>Product</u>	<u>Users</u>	<u>Qty.</u>	<u>Cost</u>
Novell Netware 5.0	1000	1	
Novell Netware 5.0	350	1	
Novell Netware 5.0	250	24	

EXHIBIT E

Bid Response for:

East St. Louis Public Schools

CONVERGENCE NETWORK RFP

Provided by:



by:

Darryl Branson, Solutions Consultant – Data
Ameritech Business Communications Services

Branch Location

529 South 7th Street
Springfield, IL 62721

Mailing Address

432 White Chapel
O'Fallon, MO 63366
(636) 219-5155 – Telephone
(636) 219-5156 – Fax
(800) 800-9725 – Pager
darryl.p.branson@mail.ameritech.com

Convergence Network RFP

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Executive Overview

A Strategic Partnership

To succeed in today's demanding education environment, school districts are concentrating on core proficiencies and seeking partners that can best represent their needs in other areas. Once a partnership is formed you can manage the partner rather than the end result. Ameritech is an ideal strategic partner for East St. Louis Public Schools because of our expertise in telecommunications and we place a very high value on your core proficiency—the educational fulfillment of our city youth. Ameritech recognizes that students must be equipped and trained today to handle the technological demands of tomorrow. This is why we awarded technology grants totaling more than \$4.7 million since in 1997 to education initiatives.

Ameritech has a very aggressive and industry leading diversity promotion program. SBC Communications recognizes the importance of diversity. We value our differences—race, gender, religion, as well as perspectives, experiences and outlooks. The National Minority Supplier Development Council (NMSDC) evidently agrees with us. In 1999 they named SBC "Corporation of the year for minority business suppliers" because of our leadership in providing minority opportunities. We believe our commitment to diversity enhances the way we do business and gives us our competitive edge.

Solid Cisco Expertise

The School District's network relies heavily on internetworking equipment from Cisco Systems. Our networking experience has proven that Cisco products are cost effective and deliver cutting edge and highly reliable solutions. Ameritech (in conjunction with our parent company, SBC Communications) formed a strategic partnership with Cisco and is the largest Cisco reseller in the United States. Our expertise in designing, supporting, and servicing Cisco solutions earned us *Cisco's Gold Certified Partner*, the highest reseller status offered by Cisco. We believe so strongly in the Cisco product that we have mandated Cisco training and certification for our technical staff to maintain a high level of product knowledge, technical expertise, and service capabilities.

Our complete understanding of the Cisco product line as well as our advanced ability to design and troubleshoot these systems provides you a tremendous advantage. Our technical support centers are staffed with Cisco certified technicians so your first contact is with a highly qualified technical resource to address your network problems from the start. We have built a state of the art Cisco Support Lab to assist you in designing and configuring your network. This Lab gives East St. Louis Public Schools the ability to integrate and test all models of Cisco equipment prior to placing this equipment on your network.

The Ameritech logo, featuring the word "Ameritech" in a serif font, with a stylized swoosh or underline element beneath the letters.

Summary

Like you, we have a vested interest in today education environment. That's why Ameritech has been a good corporate citizen. Supporting educational initiatives with our time, money, and employee volunteers is just a part of our commitment to the City of East St. Louis.

The East St. Louis School District deserves the best possible networking solution available. Ameritech would like to partner with East St. Louis School District and deliver a variety of voice, data, and video applications throughout the district. Our sales and technical teams will work extensively with District personnel and developed a detailed and thorough understanding of your network and its unique requirements.

As a Gold Partner, Ameritech has a demonstrated our ability to support the East St. Louis School District in all phases of this project including design, implementation and ongoing maintenance and troubleshooting. The proposal that follows details our solution. We want to express our appreciation for your willingness to receive our proposal and look forward to working with you on its details and ultimately providing its solution.



ATTACHMENT H

1 Year Maintenance Option

East St. Louis Public Schools Request for Purchase W/ channelized T3 Card

East St. Louis Public Schools
Quote Prepared by: Jourdan Rothschild

27-Dec-99

Part Number	Description	Vendor	Qty	List	Ext. List	Customer Price	Customer Extended
CISCO7206VXR/300	Routers	Cisco	2	\$17,000.00	\$34,000.00	\$11,050.00	\$22,100.00
ACS-2500ASYN	Cables	Cisco	4	\$100.00	\$400.00	\$65.00	\$260.00
C7200-I/O-FE-BUN	RouterPlugins	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
CAB-AC	Cables	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
CAB-OCT-V35-MT	Cables	Cisco	2	\$750.00	\$1,500.00	\$487.50	\$975.00
MEM-I/O-D-FLC16M	Memory	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
MEM-SD-NPE-256MB	Memory	Cisco	2	\$4,200.00	\$8,400.00	\$2,730.00	\$5,460.00
NPE-300-BUN	RouterPlugins	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
PA-8T-V35	Router Playbacks	Cisco	2	\$8,000.00	\$16,000.00	\$5,200.00	\$10,400.00
PA-MC-T3	Router Playbacks	Cisco	2	\$22,000.00	\$44,000.00	\$14,300.00	\$28,600.00
PWR-7200	PowerSupplies	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
S72C-12.0-3T	CommDev-SIW	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
CISCO9640	Routers	Cisco	27	\$6,500.00	\$175,500.00	\$4,225.00	\$114,075.00
CAB-AC	Cables	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
MEM3600-8U32FS	Memory	Cisco	27	\$1,500.00	\$40,500.00	\$975.00	\$26,325.00
MEM3640-32U128D	Memory	Cisco	27	\$5,760.00	\$155,520.00	\$3,744.00	\$101,088.00
NM-1FE-TX	RouterPlugins	Cisco	27	\$2,000.00	\$54,000.00	\$1,300.00	\$35,100.00
NM-4T	RouterPlugins	Cisco	27	\$3,000.00	\$81,000.00	\$1,950.00	\$52,650.00
NM-8T1-IMA	RouterPlugins	Cisco	27	\$7,000.00	\$189,000.00	\$4,550.00	\$122,850.00
NM-HDV-1T1-24	RouterPlugins	Cisco	27	\$7,400.00	\$199,800.00	\$4,810.00	\$129,870.00
S364AP-12.0-5T	CommDev-SIW	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
WS-C6509	LanSwitch	Cisco	27	\$9,995.00	\$269,865.00	\$6,496.75	\$175,412.25
CAB-7513AC	Cables	Cisco	54	\$0.00	\$0.00	\$0.00	\$0.00
MEM-MSFC-128MB	Memory	Cisco	54	\$1,200.00	\$64,800.00	\$780.00	\$42,120.00
SC6MSFCC-12.0-3XE	CommDev-SIW	Cisco	54	\$0.00	\$0.00	\$0.00	\$0.00
SFC6K-SUP-5.3.1	CommDev-SIW	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
WS-CAC-1300W	PowerSupplies	Cisco	27	\$3,995.00	\$107,865.00	\$2,596.75	\$70,112.25
WS-CAC-1300W/2	PowerSupplies	Cisco	27	\$3,995.00	\$107,865.00	\$2,596.75	\$70,112.25
WS-G5484	Playbacks - Switches	Cisco	270	\$500.00	\$135,000.00	\$325.00	\$87,750.00
WS-X6248-RJ-45	Switch Plugins	Cisco	108	\$12,995.00	\$1,403,460.00	\$8,446.75	\$912,249.00
WS-X6408-GBIC	Switch Plugins	Cisco	54	\$9,995.00	\$539,730.00	\$6,496.75	\$350,824.50
WS-X6K-SUP1A-MSFC	Switch Plugins	Cisco	27	\$29,995.00	\$809,865.00	\$19,496.75	\$526,412.25
WS-X6K-SUP1A-MSFC/2	Switch Plugins	Cisco	27	\$14,995.00	\$404,865.00	\$9,746.75	\$263,162.25
PIX-520	Miscellaneous	Cisco	2	\$3,600.00	\$7,200.00	\$2,340.00	\$4,680.00
ACC-PIX500-4.4	Miscellaneous	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
CAB-AC	Cables	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
PIX-4FE	Miscellaneous	Cisco	2	\$1,000.00	\$2,000.00	\$650.00	\$1,300.00
PIX-CONN-UR	CommDev-SIW	Cisco	2	\$18,000.00	\$36,000.00	\$11,700.00	\$23,400.00
SF-PIX-4.4	CommDev-SIW	Cisco	2	\$0.00	\$0.00	\$0.00	\$0.00
IPTV-3411-CTRL	IP/TV Server	Cisco	4	\$15,000.00	\$60,000.00	\$9,750.00	\$39,000.00
IPTV-3422-BCAST	IP/TV Broadcast Server	Cisco	4	\$15,000.00	\$60,000.00	\$9,750.00	\$39,000.00
IPTV-3430-ARCH	IP/TV Archive Server	Cisco	26	\$24,000.00	\$624,000.00	\$15,600.00	\$405,600.00
CE-550	Miscellaneous	Cisco	27	\$11,995.00	\$323,865.00	\$7,796.75	\$210,512.25
CAB-AC	Cables	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
SF-CE500-2.0	CommDev-SIW	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
MCS-7830	Media Convergence Server	Cisco	27	\$14,995.00	\$404,865.00	\$9,746.75	\$263,162.25
CAG-AT8	Gateway	Cisco	27	\$4,995.00	\$134,865.00	\$3,246.75	\$87,662.25
DT-24+	Gateway	Cisco	4	\$10,000.00	\$40,000.00	\$6,500.00	\$26,000.00
WS-C4003-S1	LanSwitch	Cisco	60	\$7,995.00	\$479,700.00	\$5,196.75	\$311,805.00
CAB-7KAC	Cables	Cisco	120	\$0.00	\$0.00	\$0.00	\$0.00
SFC4K-SUP-5.1.1	CommDev-SIW	Cisco	60	\$0.00	\$0.00	\$0.00	\$0.00
WS-G5484	Playbacks - Switches	Cisco	240	\$500.00	\$120,000.00	\$325.00	\$78,000.00
WS-X4008(included)	PowerSupplies	Cisco	60	\$0.00	\$0.00	\$0.00	\$0.00

ATTACHMENT H

1 Year Maintenance Option

East St. Louis Public Schools

Quote Prepared by: Jourdan Rothschild

27-Dec-99

Part Number	Description	Vendor	Qty	List	Ext. List	Customer Price	Customer Extended
WS-X4008/2	Power Supplies	Cisco	60	\$995.00	\$59,700.00	\$646.75	\$38,805.00
WS-X4012(Included)	Switch Plugins	Cisco	60	\$0.00	\$0.00	\$0.00	\$0.00
WS-X4232-Q8-RJ	Switch Plugins	Cisco	120	\$4,495.00	\$539,400.00	\$2,921.75	\$350,610.00
WS-C3524-XL-EN	LenSwitch	Cisco	585	\$3,995.00	\$2,337,075.00	\$2,596.75	\$1,519,098.75
CP-BUNDLE-25-12SP+	(25) 12 SP+ IP Phones	Cisco	24	\$13,095.00	\$314,280.00	\$8,511.75	\$204,282.00
CP-BUNDLE-25-30VIP	CP-BUNDLE-25-30VIP	Cisco	4	\$15,495.00	\$61,980.00	\$10,071.75	\$40,287.00
CWE+C-NT-COMB1	Cisco Works 2000 (must have NT Server)	Cisco	1	\$9,995.00	\$9,995.00	\$6,496.75	\$6,496.75
J1240AA	HP OpenView (must have NT Server)	Cisco	1	\$15,395.47	\$15,395.47	\$15,395.47	\$15,395.47
	IPTV Viewer - Software/Licensing 400 co	Cisco	1	\$0.00	\$0.00	\$0.00	\$0.00
	IPTV Viewer - Software/Licensing 800 co	Cisco	1	\$0.00	\$0.00	\$0.00	\$0.00
	IPTV Viewer - Software/Licensing for Dist	Cisco	1	\$0.00	\$0.00	\$0.00	\$0.00
CON-OSE-7206	HEB Router Smartnet Onsite 8X3X4	Cisco	2	\$5,440.00	\$10,880.00	\$5,440.00	\$10,880.00
CON-OSE-9C3640	MDP Router Smartnet Onsite 8X3X4	Cisco	27	\$1,835.00	\$49,545.00	\$1,835.00	\$49,545.00
CON-OSE-WS-C6509	MDP Switch Smartnet Onsite 8X3X4	Cisco	27	\$11,785.00	\$318,195.00	\$11,785.00	\$318,195.00
CON-OSE-PK4-829	PK4 Smartnet Onsite 8X3X4	Cisco	2	\$2,445.00	\$4,890.00	\$2,445.00	\$4,890.00
CON-OSE-3410-CTR	IPTV Server Smartnet Onsite 8X3X4	Cisco	4	\$2,720.00	\$10,880.00	\$2,720.00	\$10,880.00
CON-OSE-3420-BCS	IPTV Broadnet Server Smartnet Onsite 8X3X4	Cisco	4	\$5,983.00	\$23,932.00	\$5,983.00	\$23,932.00
CON-OSE-3430-ARC	IPTV Archive Server Smartnet Onsite 8X3X4	Cisco	26	\$6,527.00	\$169,702.00	\$6,527.00	\$169,702.00
CON-OSE-C6950	MDP Core Switch Smartnet Onsite 8X3X4	Cisco	27	\$1,740.00	\$46,980.00	\$1,740.00	\$46,980.00
CON-OSE-MC8-7830	Video Smartnet Onsite 8X3X4	Cisco	27	\$2,790.00	\$75,330.00	\$2,790.00	\$75,330.00
CON-OSE-AT-4	Gateway Smartnet Onsite 8X3X4	Cisco	27	\$725.00	\$19,575.00	\$725.00	\$19,575.00
CON-OSE-DT-34+	DT-34+ Smartnet Onsite 8X3X4	Cisco	4	\$1,450.00	\$5,800.00	\$1,450.00	\$5,800.00
CON-OSE-WS-C4003	IDF Switches Smartnet Onsite 8X3X4	Cisco	60	\$2,622.00	\$157,320.00	\$2,622.00	\$157,320.00
CON-OSE-WS-C3624	Classroom Switches Smartnet Onsite 8X3X4	Cisco	585	\$680.00	\$397,800.00	\$680.00	\$397,800.00
N/A until Ver 3.0	Phones 12SP Smartnet Onsite 8X3X4	Cisco	600	\$0.00	\$0.00	\$0.00	\$0.00
N/A until Ver 3.0	Phones 30VIP Smartnet Onsite 8X3X4	Cisco	100	\$0.00	\$0.00	\$0.00	\$0.00
CON-SAS-EC-NT	Serv App. Support + Upgrades CWB Campus 2.4	Cisco	2	\$1,600.00	\$3,200.00	\$1,600.00	\$3,200.00
ASY-F STCSOCD2	ST-SC Patch Cables	Anixter	156	\$61.33	\$9,567.48	\$49.06	\$7,653.96
ASY-F STCSOCD2	ST-ST Patch Cables	Anixter	156	\$40.00	\$6,240.00	\$32.00	\$4,992.00
ASY-F SCCSOCD2	SC-SC Patch Cables	Anixter	107	\$60.07	\$6,427.49	\$48.06	\$5,141.99
MM10-LU6-09-Crossover	Crossover TX-TX Patch Cables	Anixter	820	\$5.73	\$4,697.60	\$4.58	\$3,763.68
MM10-LU6-09	TX-TX Patch Cables	Anixter	1040	\$5.73	\$5,959.20	\$4.58	\$4,767.36
APC BU3000RMNET	UPS	APC	54	\$1,799.00	\$97,146.00	\$1,439.20	\$77,716.80
PER7	Surge Suppressor	APC	54	\$29.95	\$1,617.30	\$23.96	\$1,293.84
E-100-BTX-FX-04	FX-TX Media Converter	Transition	2	\$375.00	\$750.00	\$337.50	\$675.00
9124	T1 DSU	Paradyne	54	\$1,500.00	\$81,000.00	\$975.00	\$52,650.00
CAB-35MT	Cisco V.35 Male Cable - 10 Ft.	Cisco	54	\$100.00	\$5,400.00	\$65.00	\$3,510.00
Equipment Sub-Total					\$11,984,371.54		\$8,267,818.13
Shipping			1	12,401.73	\$12,401.73		\$12,401.73
Installation			2400	175.00	\$420,000.00	\$175.00	\$420,000.00
Full-Time On-Site Project Management (6 Months)			960	100.00	\$96,000.00		\$96,000.00
Total							\$8,796,219.85

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2. References

Verify that you have provided multiple client references. Projects must be similar type and scope as the system proposed for the District. Give company name, telephone number, installation date and contact name for at least five references.

First Ref:	Company Name:	<u>Cahokia Unit School District</u>
	Installation Date:	<u>Ongoing 1997 - Present</u>
	Contact Name / Title:	<u>John Barr / Technology Coordinator</u>
	Telephone Number:	<u>618-332-3730</u>
Second Ref:	Company Name:	<u>Alton Community Unit School District</u>
	Installation Date:	<u>Ongoing 1997 - Present</u>
	Contact Name / Title:	<u>Rick Durbin / Supervisor of Data Services</u>
	Telephone Number:	<u>618-474-2600 Ext 618</u>
Third Ref:	Company Name:	<u>Granite City School District</u>
	Installation Date:	<u>Ongoing 1999 - Present</u>
	Contact Name / Title:	<u>Bob Bischoff</u>
	Telephone Number:	<u>618-451-5800</u>
Fourth Ref:	Company Name:	<u>Lewis & Clark Library System</u>
	Installation Date:	<u>Ongoing 1996 - Present</u>
	Contact Name / Title:	<u>Bill Stevens</u>
	Telephone Number:	<u>618-656-3216 Ext 106</u>
Fifth Ref:	Company Name:	<u>St. Louis County Public Library</u>
	Installation Date:	<u>Ongoing 1998 - Present</u>
	Contact Name / Title:	<u>Bill Rodgers</u>
	Telephone Number:	<u>314-994-9411 Ext 284</u>

GENERAL SPECIFICATIONS

The equipment submitted in response to this Request For Proposal shall be capable of performing all functions and features described in the specifications. The following general specifications are applicable. Indicate your response below to each specification.

1. Criteria for Selection

East St. Louis Public Schools will evaluate each Vendor's response based upon the following criteria but not limited to or necessarily in the same order of priority:

- Cost of proposed system including maintenance costs
- System compliance with required features
- Vendor experience with installations equivalent to ESLPS in size, configuration and complexity
- Vendor support capabilities including training, configuration and maintenance of the proposed system
- Manufacturer support capabilities and certifications
- Expected disaster recovery response capability

Comply

2. Introduction

East St. Louis Public Schools (hereinafter referred to as "The District") intends to acquire Network Equipment and Services to provide a Convergence Network for its schools. The District requests proposals from qualified vendors (hereinafter referred to as "The Vendor") for furnishing and installation of this convergence system as described in the attached specifications.

The Vendor shall be responsible for all engineering, parts, labor and all other associated apparatus necessary to completely install the proposed equipment and turnover for acceptance to the district.

Comply

3. Costs Associated with Preparation of Vendor's Response

The District will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of contract.

Comply

4. Subcontractors

Should The Vendor plan to use subcontractors for portions of the work, The Vendor shall identify the proposed subcontractor(s) and provide references for their projects that are equivalent in size and complexity to the requirements of this RFP. The District reserves the right to reject any subcontractor without explanation or recourse by The Vendor or

subcontractor.

Comply

5. Interpretations, Corrections and/or Changes

Any interpretation, correction or change of the RFP will be made by addendum. Interpretations, corrections or changes to the RFP made in any other manner will not be binding, and The Vendor shall not rely upon such interpretations, corrections or changes. The District will issue changes or corrections. Addenda will be mailed or delivered to The Vendor's representative. Addenda will be issued as expeditiously as possible (if necessary by fax, followed up by original documents). It is the responsibility of The Vendor to determine whether all addenda have been received.

Comply

6. Addenda

It will be the responsibility of all respondents to contact The District prior to submitting a response to the RFP to ascertain if any addenda have been issued, and to obtain any and all addenda, execute them, and return addenda with the response to the RFP.

Comply

7. Questions

Question regarding the RFP shall be submitted in writing. Questions must be received at The District not later than 12:00 noon CST on Tuesday, December 21, 1999 or the questions will be considered null and void. Responses to all questions received in proper time frames will be made in writing and distributed to all vendors.

Comply

8. Omissions

Omission in the proposal of any provision herein described shall not be construed as to relieve The Vendor of any responsibility or obligation requisite to the complete and satisfactory delivery, operation, and support of any and all equipment or services.

Comply

9. Advertising

The Vendor agrees not to use the results from this RFP as a part of any commercial advertising without prior written approval of The District.

Comply

10. Proposal Documentation

The Vendor shall provide six copies of their proposal.

Comply

11. Contract Documentation

It is anticipated that the Vendor's response to the RFP, the response to the General and

Detailed Specifications and the response to the Specification Summary Sheets (System Analysis, Vendor Analysis and Economic Analysis) together with any subsequent correspondence during the evaluation process shall become part of the final contract negotiated with the successful vendor.

Comply

12. Proposal Binding Period

Due to E-Rate scheduling dependencies, prices quoted in The Vendor's response for all engineering; labor and materials will remain in effect for a period of at least one-hundred-eighty (180) business days from the issuance date of The Vendor's response.

Comply

13. Insurance

- a. The Vendor shall not commence work until it has obtained all insurance required and The District has approved such insurance, nor shall The Vendor allow any subcontractor to commence work until all similar insurance of the subcontractor has been obtained and approved.
- b. The Vendor shall take out and maintain during the life of this contract, Workmen's Compensation Insurance at a minimum of \$1,000,000.00 for all its employees, employed in connection with the improvement, and in case any work is sub-let, the Vendor shall require the subcontractor similarly to provide Workmen's Compensation Statute and shall cause each subcontractor to provide Employer's Liability Insurance at a minimum of \$1,000,000.00 for the protection of the employees not otherwise protected.
- c. The Vendor shall take out and maintain during the life of this contract such public liability and property damage insurance at a minimum of \$1,000,000.00 as shall protect it and any subcontractor performing work covered by this contract from claims for personal injury including accidental death, as well as from claims for property damages, which may arise from operations under this contract, whether such operations by itself or any subcontractor or by anyone directly employed by either of them, and the amounts for insurance shall be as stated.
- d. The Vendor shall require subcontractor, if any, not protected under The Vendor's insurance policies, to take out and maintain insurance in the amount as specified above for the principal Vendor.
- e. The Vendor shall furnish The District with satisfactory proof of carrying the insurance required.

**Comply, see Attachment D for
Letter of Self Insurance**

14. Compliance

The Vendor shall be responsible for insuring compliance with all applicable laws, ordinances, rules, regulations and orders for the installation of communications equipment for which any public authority has jurisdiction. The Buildings will be occupied and in use by District personnel, faculty, staff and students during the installation process. Vendor shall coordinate with the principal at each school to assure that vendor's work does not disrupt class activity.

Comply

Competent personnel shall perform installation work. All work shall be done in a neat, craftsman-like manner and shall not impair the work in progress of other tradesmen working in the building. All cables shall be carefully laid with sufficient radius of curvature and protected at corners and bends.

Comply

15. Warranty

Materials and workmanship hereinafter specified and furnished shall be fully guaranteed by The Vendor for **one year** from transfer of title against any defects. Defects that may occur as the result of faulty materials or workmanship **within one year** after installation and acceptance by The District shall promptly, at no cost to The District, correct or re-perform (including modifications or additions as necessary) any non-conforming or defective work within **one year** after completion of the project of which the work is a part. The period of The Vendor's warranty (ies) for any items herein are not exclusive remedies, and The District has recourse to any warranties of additional scope given by The Vendor to The District and all other remedies available at law or in equity. The Vendor's warranties shall commence with acceptance of/or payment for the work in full.

If The Vendor procures equipment or materials under the contract, The Vendor shall obtain for the benefit of The District equipment and materials warranties against defects in materials and workmanship to the extent such warranties are reasonably obtainable.

The Vendor shall pass along to The District any additional warranties offered by the manufacturers, at no additional costs to The District, should said warranties extend beyond the warranty period specified herein.

This warranty shall in no manner cover equipment that has been damaged or rendered unserviceable due to negligence, misuse, acts of vandalism, or tampering by The District or anyone other than employees or agents of The Vendor. The Vendor's obligation under its warranty is limited to the cost of repair of the warranted item or replacement thereof, at The Vendor's option. Insurance covering said equipment from damage or loss is to be held by The Vendor until full acceptance of equipment and services.

Comply

16. Inspection, Acceptance, and Title

Inspection and Acceptance shall be at destination and upon successful installation unless otherwise provided. Title to/or risk of loss or damage to all items shall be the responsibility of the successful Vendor until acceptance by The District unless loss or damage results from negligence by The District. If the materials or services supplied to The District are found to be defective or do not conform to the specifications, The District reserves the right to cancel the contract upon written notice to The Vendor and return products at The Vendor's expense based upon the Materials Contents of the contract.

The customer shall at all times have access to the work wherever it is in preparation or progress and The Vendor shall provide proper facilities for such access and for inspection.

The Vendor shall not close up any work until The District has inspected the work. Should The Vendor close up the work prior to inspection by The District, The Vendor shall uncover the work for inspection by The District at no cost to The District and then recover the work according to the specification contained herein.

The Vendor shall notify The District in writing when the work is ready for inspection. The District will inspect the work as expeditiously as possible after receipt of notification from The Vendor.

Comply

17. Project Manager and Project Timelines

Vendor shall provide a Project Manager, which shall act as a single point of contact for all activities regarding this project. Vendor's Project Manager shall be required to make on-site decisions regarding the scope of the work and any changes required by the work. Vendor's Project manager shall be responsible for all aspects of the work and shall have the authority to make immediate decisions regarding implementation or changes to the work. Due to the magnitude of this project and the requirement for timelines by the SLC, Vendor shall provide sustained on-site resources to meet The District's requirement for acceptance of all contracted services before the specified E-Rate deadline (currently June 30, 2001) and to document progress via monthly status reports to the ESLPS Director of

Technology.

**Comply with the exceptions of materials listed in
Attachment G (which Ameritech No Bids)**

18. Vendor Experience

The selected Vendor shall be fully capable and experienced in the installation of the Convergence Networking System specified. To ensure the system has continued support, The District will contract only with Vendors having a Successful history of sales, installation, service, and support. During the evaluation process, The District may, with full cooperation of The Vendors, visit The Vendor's places of business, observe operations, and inspect records. The Vendor and any subcontractor used by The Vendor shall have a minimum of two (2) years of experience.

Comply

19. References

The District may, with full cooperation of The Vendors, visit client installations to observe equipment operations and consult with references. Specified visits and discussion shall be arranged through The Vendors; however, The Vendor personnel shall not be present during discussions with references. The vendor shall provide a minimum of five (5) reference accounts at which similar work, both in scope and design, have been completed by The Vendor within the last three (3) years.

Comply

20. Patents and Royalties

The Vendor, without exception, shall indemnify and hold harmless The District and its employees from any liability of any nature or kind, including costs and expenses for or on account of any trademarked, copyright, patented, or non-patented invention, process, or article manufactured or used in the performance of the Contract, including its use by The District. If The Vendor or subcontractor uses any design, device, or materials covered by letters, patent, trademark, or copyright, it is mutually understood and agreed without exception that the proposal prices shall include all royalties or costs arising from the use of such design, device, or materials in anyway involved in the work.

Comply

21. Indemnifications

The Vendor shall indemnify and hold harmless The District, its agents and employees from or on account of any injuries or damages, received or sustained by any person or persons during or on account of any operation connected with this Contract *where such damages are caused by the negligence or intentional misconduct of vendor, its agents or employees*; or by consequence of any negligence (excluding negligence by The District, its agents or employees) in connection with the same; or by use of any improper materials or by or on account of any act or omission of said Vendor or its subcontractors, agents, servants or employees. The Vendor further agrees to indemnify and hold